



**NEW YORK STATE ASSOCIATION OF
TOBACCO AND CANDY DISTRIBUTORS, INC.**

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Executive Director
GEORGE ELICOFON
Director of Trade Relations

MAR 6 1995

March 2, 1995

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Mr. Mark Young
R.J. Reynolds Tobacco USA
400 Raritan Center Pkwy.
Edison, NJ 08837

Dear Mr. Young:

ACTIVITIES OF NYSATCD - 1994

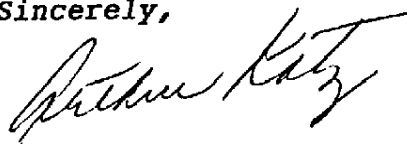
I and other members of the association have testified before the NYC Council, the NYS Assembly, the NYS State Senate on at least 40 occasions in 1994- concerning issues affecting the cigarette industry, the range of topics included: excessive taxation, restrictions on state and local advertising placement of product and smoking restrictions. We have had some successes in these areas. The association organized grass roots programs to combat these excesses by zealots in and out of government. I have organized the unaffiliated retail stores and subjobbers to participate in political activities to help this industry. I have organized our members to encourage their customers to support the "It's The Law Program." The association has distributed signs to that purpose as is required by NYS law thereby helping to prevent needless, negative publicity. We have helped organize the very important NYC hospitality industry to participate in helping fight anti-smoking campaigns. I have organized letter campaigns to various state and local officials, to protest excessive regulation and taxation. The members and myself have met in private with many legislators to discuss these issues. George Elicofon and I organized the very successful NYS "Day in Albany" program. At our cocktail party, dinner and breakfast in 1994 we have had over 90 participating legislators. After the breakfast our members break up into teams of six and visit the key legislators in their offices. We also follow up with back home visits, this is a very successful but expensive program. I have written letters to several newspapers including the foreign language press (see enclosed letter). I maintain a strong relationship with law enforcement which helps to prevent the hijacking of industry trucks, and the burglaries and robberies of warehouses containing cigarettes. I maintain a positive labor union and management relationship which helps prevent disruptions in the work place and the flow of product to consumers. This office provides a resource and assistance to manufacturers on provision of NYS CMSA Law. We Participate in lobbying efforts to support manufacturers with NYS

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legislation. I and other members Participate in the "Day in Washington" program. The NYS association has prevailed in several costly lawsuits that can negatively impact the industry. We supply other state associations with information that assist them in their legislative programs. The NYS Association has exercised a leadership role in encouraging other state executives in their efforts to strengthen their association's so that they may become more effective.

Sincerely,



Arthur H. Katz
Executive Director

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